

Message Text

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PAGE 01 STATE 047697
ORIGIN EB-08

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R 032238Z MAR 77
FM SECSTATE WASHDC
TO AMEMBASSY LONDON

C O N F I D E N T I A L STATE 047697

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E.O. 11652:GDS

TAGS: EAIR, UK

SUBJECT: CIVAIR: US-UK AVIATION NEGOTIATIONS - PUBLIC VIEWS

1. (BEGIN UNCLASSIFIED) ATTY ROBERT HAUSMAN LEFT LETTER
ADDRESSED TO AMBASSADOR BOYD WITH DEPTOFF MARCH 2. LETTER
INDICATES THAT HAUSMAN REPRESENTS THREE TOUR OPERATORS
WHOSE INTERESTS IN US-UK AVIATION NEGOTIATIONS, SPECIFI-
CALLY WITH REGARD TO CHARTERS, ARE DIFFERENT FROM BOTH
SCHEDULED AND SUPPLEMENTAL AIRLINES. LETTER NOTES TRAVEL
OPERATORS NOT INCLUDED IN GOVT/INDUSTRY BRIEFINGS AND
REQUESTS THEIR INCLUSION IN BRIEFINGS IN FUTURE WHEN
CHARTERS OR RELATED MATTERS AFFECTING THEIR INTERESTS ARE
DISCUSSED. (END UNCLASSIFIED)

2. (BEGIN CONFIDENTIAL) IN CONVERSATION WITH DEPTOFF,
HAUSMAN EXPLAINED THAT TOUR OPERATORS NOT ORGANIZED AND
REPRESENTED ON INDUSTRY WIDE BASIS LIKE AIR CARRIERS BUT
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 STATE 047697

THAT HIS CLIENTS WERE PROBABLY TYPICAL OF INDUSTRY. WHILE
HE COULD NOT SPEAK FOR INDUSTRY, HE NEVERTHELESS FELT
VIEWS OF HIS THREE CLIENTS WERE AS CLOSE TO INDUSTRY
CONSENSUS AS WAS NOW POSSIBLE. HAUSMAN SAID HIS CLIENTS
WERE DISAPPOINTED US AND UK COULD NOT REACH AGREEMENT ON
CHARTERS LAST YEAR - EVEN ON BRITISH TERMS - AND "CHAOTIC"
SITUATION WAS DEVELOPING IN MARKET PLACE BECAUSE UK WOULD

NOT NOW ACCEPT US ABC MINIMUM DURATION PROVISION. (WHICH IS THE MOST CRITICAL UK AND ECAC RESERVATION.) HE ELABORATED ON LATTER POINT TO EFFECT THAT TOUR INDUSTRY IS "INDIFFERENT" TO 45-DAY PRELISTING ON APEX, HAS LEARNED TO LIVE WITH NO SUBSTITUTION, BUT CANNOT ORGANIZE EFFICIENT AND ECONOMICAL (I.E. BACK-TO-BACK) PROGRAMS UNDER PRESENT UK/ECAC DURATION STANDARDS. HAUSMAN DID NOT SAY SO, BUT WE ASSUME, ORGANIZERS HAVE BEEN AND CONTINUE TO MARKET BACK-TO-BACK PROGRAMS.

3. HAUSMAN CONCLUDED CONVERSATION TO EFFECT THAT TRAVEL INDUSTRY IS RELYING TO INCREASING EXTENT ON SCHEDULED AIRLINES RATHER THAN SUPPLEMENTALS TO CARRY THEIR TRAFFIC AND THAT LATTER GROUP OF CARRIERS DOES NOT ACCURATELY REFLECT INDUSTRY (OR AT LEAST HIS CLIENTS) VIEWS ON MANY ISSUES. HE REQUESTED THAT HE PARTICIPATE, AS AN OBSERVER/ ADVISOR IN THE CURRENT DISCUSSIONS IN LONDON WHEN CHARTERS ARE DISCUSSED. WE HAVE DEFLECTED REQUEST FOR THE MOMENT. (END CONFIDENTIAL)

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